

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K2O)

A8729-1
4/25/84

AGRICULTURAL STATE	FEB 1989	FEB 1988	JUL-FEB 1988/89	JUL-FEB 1987/88
AL Alabama	8,103	7,307	46,367	41,801
AK Alaska	120	0	181	251
AZ Arizona	120	61	1,632	1,926
AR Arkansas	861	3,211	22,429	30,028
CA California	5,542	7,472	48,548	48,679
CO Colorado	884	759	4,598	3,151
CT Connecticut	344	281	6,080	1,764
DE Delaware	1,009	3,325	11,072	11,123
FL Florida	20,346	13,524	89,849	85,302
GA Georgia	17,509	25,318	88,390	76,286
HI Hawaii	144	674	8,612	9,725
ID Idaho	374	1,009	11,444	11,181
IL Illinois	27,126	43,549	399,713	492,636
IN Indiana	13,493	20,859	206,083	243,765
IA Iowa	20,769	24,398	366,141	339,281
KS Kansas	1,914	2,527	31,455	29,658
KY Kentucky	5,048	6,945	66,331	61,481
LA Louisiana	24,534	38,298	112,361	106,933
ME Maine	240	821	4,156	4,195
MD Maryland	3,068	1,180	22,456	18,721
MA Massachusetts	0	61	1,776	2,230
MI Michigan	3,525	4,164	101,707	99,996
MN Minnesota	11,435	12,023	219,635	219,224
MS Mississippi	4,415	5,960	13,256	25,525
MO Missouri	18,246	17,832	176,547	162,393
MT Montana	182	500	5,461	6,262
NE Nebraska	3,299	4,258	19,182	19,856
NV Nevada	0	0	61	0
NH New Hampshire	60	0	311	389
NJ New Jersey	289	234	2,966	2,389
NM New Mexico	430	2,103	13,189	6,573
NY New York	2,528	4,227	22,346	21,007
NC North Carolina	12,985	17,194	60,995	48,566
ND North Dakota	16	494	10,367	13,682
OH Ohio	25,186	19,259	290,856	339,451
OK Oklahoma	1,374	1,391	13,559	13,715
OR Oregon	2,270	2,810	13,392	17,497
PA Pennsylvania	2,318	5,914	25,026	32,667
RI Rhode Island	332	239	1,792	560
SC South Carolina	4,357	13,823	51,629	38,605
SD South Dakota	465	1,069	7,953	7,587
TN Tennessee	1,346	8,336	58,858	63,359
TX Texas	8,635	12,205	61,122	94,794
UT Utah	4,073	1,097	11,382	5,571
VT Vermont	169	164	642	1,139
VA Virginia	10,787	14,104	46,417	44,073
WA Washington	1,626	2,142	22,237	19,751
WV West Virginia	61	500	483	864
WI Wisconsin	14,010	16,456	174,681	156,163
WY Wyoming	74	104	906	973
TOTAL U.S.:	286,041	370,181	2,976,632	3,082,748
<u>CANADA</u>				
AB Alberta	752	1,040	10,764	12,275
BC Brit. Columbia	414	204	4,548	2,052
MB Manitoba	764	580	11,802	16,171
NB New Brunswick	1,008	1,189	6,602	8,429
NF Newfoundland	0	0	0	0
NS Nova Scotia	329	379	2,204	2,383
ON Ontario	16,150	8,178	80,839	149,511
PE Pr. Edward Isle	72	66	5,455	5,182
PQ Quebec	861	1,791	37,809	95,582
SK Saskatchewan	205	236	5,180	14,276
TOTAL CAN:	20,555	13,663	165,203	305,861
EXPORT SALES:	224,626	374,922	2,559,469	2,621,053
TOTAL AG SALES	531,222	758,766	5,701,304	6,009,662
Non-Ag U.S.	36,432	37,327	293,375	277,413
Canada	1,238	1,236	17,342	16,884
Exports	515	5,363	77,228	76,689
TOTAL NON-AG SALES	38,185	43,926	387,945	370,986
GRAND TOTAL	569,407	802,692	6,089,249	6,380,648

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,096	4,655	1,283	477	592	8,103
AK Alaska	0	0	120	0	0	120
AZ Arizona	42	32	16	0	30	120
AR Arkansas	58	0	777	16	10	861
CA California	2,410	1,156	1,072	125	779	5,542
CO Colorado	511	0	345	0	28	884
CT Connecticut	0	201	58	29	56	344
DE Delaware	0	0	910	0	99	1,009
FL Florida	4,464	4,321	4,173	929	6,459	20,346
GA Georgia	557	2,738	11,030	1,690	1,494	17,509
HI Hawaii	0	0	0	0	144	144
ID Idaho	8	311	50	0	5	374
IL Illinois	843	20,119	4,864	1,174	126	27,126
IN Indiana	2,002	5,594	2,519	2,923	455	13,493
IA Iowa	159	14,245	4,193	2,161	11	20,769
KS Kansas	316	187	978	310	123	1,914
KY Kentucky	0	4,286	121	78	563	5,048
LA Louisiana	4,038	9,052	11,123	321	0	24,534
ME Maine	0	0	240	0	0	240
MD Maryland	0	0	3,014	0	54	3,068
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	2,939	581	0	5	3,525
MN Minnesota	0	6,944	4,158	179	154	11,435
MS Mississippi	2,446	0	984	958	27	4,415
MO Missouri	1,014	1,082	13,248	2,822	80	18,246
MT Montana	0	0	160	22	0	182
NE Nebraska	234	606	802	1,151	506	3,299
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	60	0	0	60
NJ New Jersey	0	184	105	0	0	289
NM New Mexico	0	0	207	0	223	430
NY New York	403	224	1,809	70	22	2,528
NC North Carolina	410	1,520	8,905	1,576	574	12,985
ND North Dakota	0	0	(2)	18	0	16
OH Ohio	821	12,388	11,299	320	358	25,186
OK Oklahoma	289	76	1,009	0	0	1,374
OR Oregon	465	402	1,293	20	90	2,270
PA Pennsylvania	486	61	1,395	216	160	2,318
RI Rhode Island	0	0	119	187	26	332
SC South Carolina	303	1,643	1,209	248	954	4,357
SD South Dakota	0	324	122	19	0	465
TN Tennessee	244	804	77	0	221	1,346
TX Texas	785	1,966	3,909	713	1,262	8,635
UT Utah	3,890	0	183	0	0	4,073
VT Vermont	0	0	44	125	0	169
VA Virginia	557	0	9,489	309	432	10,787
WA Washington	0	373	1,107	43	103	1,626
WV West Virginia	0	0	61	0	0	61
WI Wisconsin	1,319	9,422	3,098	79	92	14,010
WY Wyoming	16	42	0	0	16	74
TOTAL U.S.:	30,186	107,897	112,317	19,308	16,333	286,041
CANADA						
AB Alberta	25	0	727	0	0	752
BC Brit. Columbia	0	14	400	0	0	414
MB Manitoba	0	122	590	52	0	764
NB New Brunswick	0	273	617	0	118	1,008
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	329	0	0	329
ON Ontario	55	13,641	1,469	768	217	16,150
PE Pr. Edward Isle	0	0	72	0	0	72
PQ Quebec	18	0	624	0	219	861
SK Saskatchewan	0	0	205	0	0	205
TOTAL CAN:	98	14,050	5,033	820	554	20,555
*EXPORT SALES:	166,868	15,917	28,061	7,044	6,736	224,626
TOTAL AG SALES	197,152	137,864	145,411	27,172	23,623	531,222
NON-AG U.S.	26,334	-	-	9,671	427	36,432
Canada	1,107	-	-	116	15	1,238
*Exports	515	-	-	0	0	515
TOTAL NON-AG SALES	27,956	-	-	9,787	442	38,185
GRAND TOTAL	225,108	137,864	145,411	36,959	24,065	569,407

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

FEBRUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	3,469	14,794	0	0	18,263
Belize	0	0	727	0	0	727
Chile	22,197	0	0	0	0	22,197
China	22,891	0	0	0	0	22,891
Columbia	5,139	6,822	0	0	0	11,961
Costa Rica	0	0	1,107	0	294	1,401
France	18,831	0	0	0	0	18,831
Jamaica	0	0	2,316	0	0	2,316
Japan	12,481	5,626	8,853	7,044	3,880	37,884
Korea	20,515	0	0	0	0	20,515
Malaysia	19,676	0	0	0	0	19,676
Martinique	0	0	264	0	0	264
Mexico	15,018	0	0	0	187	15,205
New Zealand	13,197	0	0	0	4	13,201
Nigeria	2,291	0	0	0	0	2,291
Peru	7,220	0	0	0	2,254	9,474
Philippines	7,412	0	0	0	0	7,412
Sri Lanka	0	0	0	0	97	97
Taiwan	0	0	0	0	20	20
TOTAL AG:	166,868	15,917	28,061	7,044	6,736	224,626
NON-AGRICULTURAL						
Argentina	21	-	-	0	0	21
Japan	100	-	-	0	0	100
Korea	12	-	-	0	0	12
Mexico	331	-	-	0	0	331
United Kingdom	51	-	-	0	0	51
TOTAL NON-AG:	515	-	-	0	0	515
TOTAL EXPORTS	167,383	15,917	28,061	7,044	6,736	225,141

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	535	4,267	1,207	463	6,472
AK Alaska	0	0	120	0	120
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	122	125	247
CO Colorado	0	0	0	0	0
CT Connecticut	0	201	58	29	288
DE Delaware	0	0	910	0	910
FL Florida	4,023	4,321	1,418	929	10,691
GA Georgia	480	2,738	10,850	1,662	15,730
HI Hawaii	0	0	0	0	0
ID Idaho	0	78	20	0	98
IL Illinois	407	19,190	3,777	1,174	24,548
IN Indiana	76	5,594	2,519	2,923	11,112
IA Iowa	17	13,977	3,958	2,080	20,032
KS Kansas	0	0	0	112	112
KY Kentucky	0	4,169	0	78	4,247
LA Louisiana	3,649	8,941	9,035	0	21,625
ME Maine	0	0	240	0	240
MD Maryland	0	0	3,014	0	3,014
MA Massachusetts	0	0	0	0	0
MI Michigan	0	2,939	581	0	3,520
MN Minnesota	0	6,944	4,142	179	11,265
MS Mississippi	0	0	849	943	1,792
MO Missouri	0	0	7,876	2,694	10,570
MT Montana	0	0	160	22	182
NE Nebraska	0	606	137	1,138	1,881
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	60	0	60
NJ New Jersey	0	184	105	0	289
NM New Mexico	0	0	0	0	0
NY New York	403	224	1,809	70	2,506
NC North Carolina	363	1,520	8,848	1,576	12,307
ND North Dakota	0	0	(2)	18	16
OH Ohio	821	10,580	11,299	320	23,020
OK Oklahoma	0	0	44	0	44
OR Oregon	0	221	791	20	1,032
PA Pennsylvania	486	61	1,395	216	2,158
RI Rhode Island	0	0	119	187	306
SC South Carolina	303	1,643	1,209	248	3,403
SD South Dakota	0	324	107	19	450
TN Tennessee	0	804	61	0	865
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	44	125	169
VA Virginia	182	0	9,434	309	9,925
WA Washington	0	358	836	43	1,237
WV West Virginia	0	0	61	0	61
WI Wisconsin	1,319	9,422	3,098	79	13,918
WY Wyoming	0	42	0	0	42
TOTAL U.S.:	13,064	99,348	90,311	17,781	220,504
CANADA					
AB Alberta	25	0	727	0	752
BC Brit. Columbia	0	14	400	0	414
MB Manitoba	0	122	590	52	664
NB New Brunswick	0	273	617	0	890
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	329	0	329
ON Ontario	55	13,641	1,469	768	15,933
PE Pr. Edward Isle	0	0	72	0	72
PQ Quebec	18	0	624	0	642
SK Saskatchewan	0	0	205	0	205
TOTAL CAN:	98	14,050	5,033	820	20,001
*EXPORT SALES:	165,013	9,095	21,996	7,044	203,148
TOTAL AG SALES	178,175	122,493	117,340	25,645	443,653
NON-AG U.S.	15,949	-	-	8,991	24,940
Canada	1,107	-	-	116	1,223
*Exports	163	-	-	0	163
TOTAL NON-AG SALES	17,219	-	-	9,107	26,326
GRAND TOTAL	195,394	122,493	117,340	34,752	469,979

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	3,469	14,794	0	18,263
Chile	22,197	0	0	0	22,197
China	22,891	0	0	0	22,891
Columbia	3,771	0	0	0	3,771
France	18,831	0	0	0	18,831
Jamaica	0	0	2,316	0	2,316
Japan	12,481	5,626	4,886	7,044	30,037
Korea	20,515	0	0	0	20,515
Malaysia	19,676	0	0	0	19,676
Mexico	14,531	0	0	0	14,531
New Zealand	13,197	0	0	0	13,197
Nigeria	2,291	0	0	0	2,291
Peru	7,220	0	0	0	7,220
Philippines	7,412	0	0	0	7,412
TOTAL AG:	165,013	9,095	21,996	7,044	203,148
NON-AGRICULTURAL					
Japan	100	-	-	0	100
Korea	12	-	-	0	12
United Kingdom	51	-	-	0	51
TOTAL NON-AG:	163	-	-	0	163
TOTAL EXPORTS	165,176	-	-	7,044	203,311

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FEBRUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	561	388	76	14	592	1,631
AK Alaska	0	0	0	0	0	0
AZ Arizona	42	32	16	0	30	120
AR Arkansas	58	0	777	16	10	861
CA California	2,410	1,156	950	0	779	5,295
CO Colorado	511	0	345	0	28	884
CT Connecticut	0	0	0	0	56	56
DE Delaware	0	0	0	0	99	99
FL Florida	441	0	2,755	0	6,459	9,655
GA Georgia	77	0	180	28	1,494	1,779
HI Hawaii	0	0	0	0	144	144
ID Idaho	8	233	30	0	5	276
IL Illinois	436	929	1,087	0	126	2,578
IN Indiana	1,926	0	0	0	455	2,381
IA Iowa	142	268	235	81	11	737
KS Kansas	316	187	978	198	123	1,802
KY Kentucky	0	117	121	0	563	801
LA Louisiana	389	111	2,088	321	0	2,909
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	54	54
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	5	5
MN Minnesota	0	0	16	0	154	170
MS Mississippi	2,446	0	135	15	27	2,623
MO Missouri	1,014	1,082	5,372	128	80	7,676
MT Montana	0	0	0	0	0	0
NE Nebraska	234	0	665	13	506	1,418
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	0	0	207	0	223	430
NY New York	0	0	0	0	22	22
NC North Carolina	47	0	57	0	574	678
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	1,808	0	0	358	2,166
OK Oklahoma	289	76	965	0	0	1,330
OR Oregon	465	181	502	0	90	1,238
PA Pennsylvania	0	0	0	0	160	160
RI Rhode Island	0	0	0	0	26	26
SC South Carolina	0	0	0	0	954	954
SD South Dakota	0	0	15	0	0	15
TN Tennessee	244	0	16	0	221	481
TX Texas	785	1,966	3,909	713	1,262	8,635
UT Utah	3,890	0	183	0	0	4,073
VT Vermont	0	0	0	0	0	0
VA Virginia	375	0	55	0	432	862
WA Washington	0	15	271	0	103	389
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	92	92
WY Wyoming	16	0	0	0	16	32
TOTAL U.S.:	17,122	8,549	22,006	1,527	16,333	65,537
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	118	118
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	217	217
PE Pr. Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	219	219
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	554	554
*EXPORT SALES:	1,855	6,822	6,065	0	6,736	21,478
TOTAL AG SALES	18,977	15,371	28,071	1,527	23,623	87,569
NON-AG U.S.	10,385	-	-	680	427	11,492
Canada	0	-	-	0	15	15
*Exports	352	-	-	0	0	352
TOTAL NON-AG SALES	10,737	-	-	680	442	11,859
GRAND TOTAL	29,714	15,371	28,071	2,207	24,065	99,428

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

FEBRUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Belize	0	0	727	0	0	727
Columbia	1,368	6,822	0	0	0	8,190
Costa Rica	0	0	1,107	0	294	1,401
Japan	0	0	3,967	0	3,880	7,847
Martinique	0	0	264	0	0	264
Mexico	487	0	0	0	187	674
New Zealand	0	0	0	0	4	4
Peru	0	0	0	0	2,254	2,254
Sri Lanka	0	0	0	0	97	97
Taiwan	0	0	0	0	20	20
TOTAL AG:	1,855	6,822	6,065	0	6,736	21,478
<u>NON-AGRICULTURAL</u>						
Argentina	21	-	-	0	0	21
Mexico	331	-	-	0	0	331
TOTAL NON-AG:	352	-	-	0	0	352
TOTAL EXPORTS	2,207	6,822	6,065	0	6,736	21,830